



BUSINESS GROWTH POTENTIAL

BUSINESS OWNERS

Pinpoint Your Greatest Leverage Points For Business Growth

On a scale of 0 – 10, please rate your business in the following areas.....

_____ I have a crystal clear vision for where my business is headed.

_____ I have a specific, step-by-step plan for how to achieve all of my business goals

_____ I have a powerful support team that is filled with "A" players only

_____ When it comes to building my team, "*I dig my well before I'm thirsty*", meaning I always look ahead for the next people to add to my team before I need them.

_____ I'm aware of industry trends, economic trends, and technology trends that will impact the future of my business and we're poised to capitalize on these trends

_____ I have marketing strategies that work effectively

_____ I always test and measure the results of every marketing activity we implement so that we can constantly improve our results

_____ I have a systemized sales process that ensures my sales team members can all be successful

_____ I have a system in place for rewarding my team regularly in ways they love to be rewarded
(praise, gifts, public acknowledgement)

_____ I keep my eyes on our business financial reports and safeguard our cash flow